

CLAIMS

1 1. A computer-implemented method of adjusting projected demand for one or
2 more items at one or more locations, including:

3 calendaring one or more disruptive events with associated impact estimates to
4 apply to the items at the locations; and

5 applying the impact estimates, wherein

6 the impact estimates for disruptive events that already have taken place are
7 applied to sales history quantities used to project demand, and

8 the impact estimates for disruptive events that have not yet taken place are
9 applied to adjust the projected demand.

1 2. The method of claim 1, wherein the impact estimates can be positive or
2 negative.

1 3. The method of claim 1, wherein the impact estimates are factors multiplied by
2 the sales history quantities or the projected demand.

1 4. The method of claim 1, wherein the impact estimates are quantities added to
2 the sales history quantities or the projected demand.

1 5. The method of claim 1, wherein the impact estimates for disruptive events
2 that already have taken place are factors multiplied by the sales history quantities.

1 6. The method of claim 1, wherein the impact estimates for disruptive events
2 that already have taken place are quantities added to the sales history quantities.

1 7. The method of claim 1, wherein calendaring involves assigning a particular
2 disruptive event and its associated impact estimate to a particular date.

1 8. The method of claim 1, wherein calendaring involves assigning a particular
2 disruptive event and its associated impact estimate to a particular date and time.

1 9. The method of claim 1, further including a plurality of disruptive events.

1 10. The method of claim 9, wherein one or more of the plurality of disruptive
2 events have not yet taken place.

1 11. The method of claim 9, wherein one or more of the plurality of disruptive
2 events have already taken place.

1 12. The method of claim 9, wherein one or more of the plurality of disruptive
2 events have not yet taken place and one or more of the plurality of disruptive events
3 have already taken place.

1 13. The method of claim 9, wherein a plurality of impact estimates for the
2 plurality of disruptive events are combined multiplicatively.

1 14. The method of claim 9, wherein a plurality of impact estimates for the
2 plurality of disruptive events are combined additively.

1 15. The method of claim 9, wherein a plurality of impact estimates for the
2 plurality of disruptive events are combined by a combination of addition and
3 multiplication.

1 16. The method of claim 9, wherein a plurality of impact estimates for the
2 plurality of disruptive events are applied beginning with a most recent disruptive
3 event.

1 17. The method of claim 9, wherein a plurality of impact estimates for the
2 plurality of disruptive events are applied beginning with a most distant disruptive
3 event.

1 18. The method of claim 1, further including applying a plurality of forecasting
2 techniques to the sales history quantities to derive a plurality of projected demand
3 estimates.

1 19. The method of claim 1, further including applying a probabilistic forecast
2 technique to the sales history quantities to derive the projected demand estimates.

1 20. The method of claim 1, further including applying a segmented probabilistic
2 forecast technique to the sales history quantities to derive the projected demand
3 estimates.

1 21. The method of claim 1, further including applying a regression forecast
2 technique to the sales history quantities to derive the projected demand estimates.

1 22. The method of claim 1, further including applying an ARIMA forecast
2 technique to the sales history quantities to derive the projected demand estimates.

1 23. The method of claim 1, evaluating the actual impact of least one particular
2 disruptive event that has already taken place at least a predetermined period prior to
3 adjustment of the projected demand, and adjusting the estimated impact based on the
4 evaluated actual impact of the disruptive event.

1 24. The method of claim 23, wherein the predetermined period is user selected.

1 25. The method of claim 23, wherein the predetermined period is measured in
2 days.

1 26. The method of claim 23, wherein the predetermined period is measured in
2 time increment of less than a day.

1 27. A computer-implemented method of transitioning from an old item at a
2 plurality of locations to a new item at the locations, the method including:

3 associating sales history data for the old item at the locations with the new item at
4 the locations;

5 scaling the associated sales history data upward or downward based on
6 anticipated sales of the new item; and

7 automatically out dating the old item and in dating the new item.

1 28. The method of claim 27, the out dating and in dating are calendared for one
2 or more dates corresponding to a particular date on which the associating step is
3 carried out.

1 29. The method of claim 28, the out dating of the old item is calendared on the
2 particular date and the in dating of the new item is calendared a day after the
3 particular date.

1 30. The method of claim 27, wherein the out dating and in dating are calendared
2 for one or more dates corresponding to a user-selected date.

1 31. The method of claim 30, wherein the out dating of the old item is calendared
2 on the user-selected date and the in dating of the new item is calendared a day after
3 the user-selected date.

1 32. A computer-implemented method of transitioning from an old item at a
2 plurality of locations to a new item at the locations, the method including:

3 associating sales history data for the old item at the locations with the new item at
4 the locations;

5 scaling the associated sales history data upward or downward based on
6 anticipated sales of the new item; and

7 translating presentation quantity data for the old item to the new item.

1 33. The method of claim 32, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations.

1 34. The method of claim 32, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set.

1 35. The method of claim 32, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set and flagged as protected.

1 36. The method of claim 32, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set that are larger than the presentation quantities for the old
5 items.

1 37. The method of claim 32, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a particular
3 date comprises:

4 applying the new presentation quantity to the new item from the particular date
5 forward; and

6 applying the presentation quantity from the old item to the new item for a period
7 prior to the particular date.

1 38. The method of claim 32, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the new presentation quantity to the new item for the range of dates; and

5 applying the presentation quantity from the old item to the new item for periods
6 prior to and after the range of dates.

1 39. The method of claim 32, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the presentation quantity from the old item to the new item for periods
5 prior to and after the range of dates; and

6 applying whichever of the new presentation quantity or the presentation quantity
7 from the old item is larger to the new item for the range of dates.

1 40. The method of claim 32, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the presentation quantity from the old item to the new item for periods
5 prior to and after the range of dates; and

6 applying whichever of the new presentation quantity or the presentation quantity
7 from the old item is smaller to the new item for the range of dates.

1 41. The method of claim 32, further including translating causal calendar events
2 from the old item to the new item.

1 42. A computer-implemented method of transitioning from an old item at a
2 plurality of locations to a new item at the locations, the method including:

3 associating sales history data for the old item at the locations with the new item at
4 the locations;

5 scaling the associated sales history data upward or downward based on
6 anticipated sales of the new item; and

7 translating causal calendar events for the old item to the new item.

1 43. A computer-implemented method of transitioning from an old item at a
2 plurality of locations to a new item at the locations, the method including:

3 associating sales history data for the old item at the locations with the new item at
4 the locations;

5 scaling the associated sales history data upward or downward based on
6 anticipated sales of the new item;

7 automatically out dating the old item and in dating the new item;

8 automatically linking the inventory and outstanding purchase orders for the old
9 item to the new item; and

10 translating presentation quantity data for the old item to the new item.

1 44. The method of claim 43, the out dating and in dating are calendared for one
2 or more dates corresponding to a particular date on which the associating step is
3 carried out.

1 45. The method of claim 44, the out dating of the old item is calendared on the
2 particular date and the in dating of the new item is calendared a day after the
3 particular date.

1 46. The method of claim 43, wherein the out dating and in dating are calendared
2 for one or more dates corresponding to a user-selected date.

1 47. The method of claim 46, wherein the out dating of the old item is calendared
2 on the user-selected date and the in dating of the new item is calendared a day after
3 the user-selected date.

1 48. The method of claim 43, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations.

1 49. The method of claim 43, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set.

1 50. The method of claim 43, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set and flagged as protected.

1 51. The method of claim 43, wherein translating the presentation quantity data
2 includes copying presentation quantities for the old item at the locations to the new
3 item at the locations, except where presentation quantities for the new item at the
4 locations have been set that are larger than the presentation quantities for the old
5 items.

1 52. The method of claim 43, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a particular
3 date comprises:

4 applying the new presentation quantity to the new item from the particular date
5 forward; and

6 applying the presentation quantity from the old item to the new item for a period
7 prior to the particular date.

1 53. The method of claim 43, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the new presentation quantity to the new item for the range of dates; and

5 applying the presentation quantity from the old item to the new item for periods
6 prior to and after the range of dates.

1 54. The method of claim 43, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the presentation quantity from the old item to the new item for periods
5 prior to and after the range of dates; and

6 applying whichever of the new presentation quantity or the presentation quantity
7 from the old item is larger to the new item for the range of dates.

1 55. The method of claim 43, wherein the translating of the presentation quantity
2 from an old item to a new item having a new presentation quantity set for a range of
3 dates comprises:

4 applying the presentation quantity from the old item to the new item for periods
5 prior to and after the range of dates; and

6 applying whichever of the new presentation quantity or the presentation quantity
7 from the old item is smaller to the new item for the range of dates.

1 56. The method of claim 43, further including translating causal calendar events
2 from the old item to the new item.